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# S E D C O R P



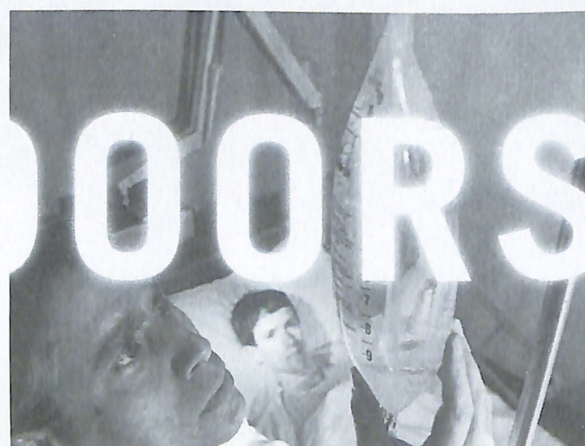
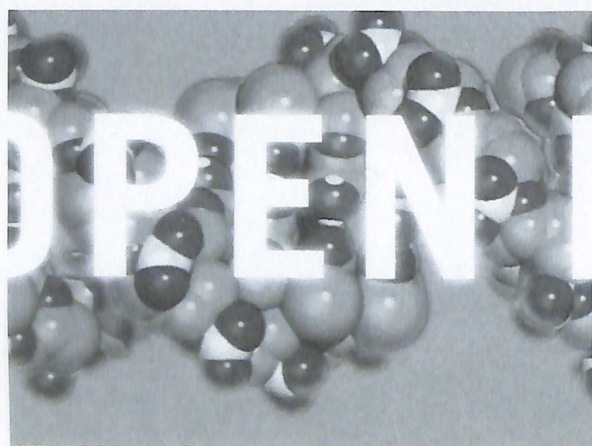
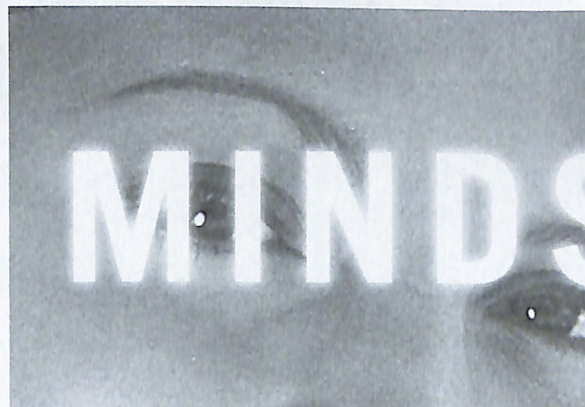
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**SOLANOFirst**  
VOLUME 5 ISSUE NO. 3 SEPTEMBER 2000

FOCUS ON

**Westfield**  
SHOPPINGTOWN  
**SOLANO**

INTERVIEW with  
Jim Spering, Mayor, Suisun City





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#### **Cover Photo:**

Westfield Shoppingtown Solano strollers

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## President's Message



### AN ACTIVE SUMMER 2000

Mary McCarthy

Solano is the focus of an increasing number of major employers seeking a new or expansion Bay Area location. SEDCORP responded to more than 15 serious inquiries in the past two months.

A Solano welcome to new corporate citizens NRE Bento and Napa Riverpointel!

SEDCORP's Executive Forum, created as neutral ground for the discussion of important regional issues affecting Solano's quality of life, is active on several fronts as we enter the final third of 2000. Forum members, connecting business interests with community and special interest groups, are working on these initiatives:

- The Transportation Action Team brings employers' needs to the public agenda of the Solano Transportation Authority (STA). The Team and STA work together to **Seek** new resources, **Advocate** for Solano's mobility needs, **Deliver** funded projects, and **Build Awareness** of mobility needs.
- A coalition working with Solano County and the Farmlands & Open Space Foundation is focused on developing a regional Open Space conservation plan, important to maintaining Solano's high quality of life. An **Open Space Visioning event** on May 19 began the public awareness process and a Packard Foundation grant assists the collaborative effort.
- The inaugural 4-day **Solano Bicycle Classic** drew more than 200 professional

cyclists to the U.S. Cycling Federation-sanctioned event. The professional and public racing events require strong inter-jurisdictional cooperation, and the event creates a positive, healthy image for Solano. The 2001 event is already scheduled for March 28-April 1.

- **Workforce Housing** and jobs/housing balance are critical to maintaining economic prosperity throughout the Bay Area. SEDCORP and Solano County are working with Bay Area partners to develop local input into the draft Compact for a Sustainable Bay Area.

- A proposed **Manufacturing Tech Certificate** program to prepare entry level workers for the Solano work environment is an on-going collaborative project with the Solano Workforce Investment Board, the County Office of Education and Solano Community College (SCC). It is a follow-up to the very successful Biotech Certificate program at SCC.

Check out the cover story in this issue on Westfield Shoppingtown Solano. Australia-based Westfield, the new owner, brands its shopping centers, a unique concept in the U.S.

Meet Jim Spering, long-time Mayor of Suisun City, who shares the vision of this waterfront community that invested in its future economic prosperity.



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# Westfield

SHOPPINGTOWN

## SOLANO



**I**n 1998 the Solano Mall became part of a grand experiment when Westfield America, Inc acquired it, along with 11 other TrizecHahn shopping center properties on the West Coast. Who is Westfield America and what does the change of ownership mean for the Solano Mall, with 1,010,000 sq ft of leasable area.

### **ABOUT THE OWNER**

Westfield America, Inc., a real estate investment trust (REIT), currently owns a portfolio of 39 super regional and regional shopping centers, power centers and 12 department store properties. These shopping centers are home to 5,200 retail stores comprising 38 million sq ft of retail space in California, Colorado,

Connecticut, Maryland, Missouri, New York, North Carolina and Washington. Westfield America, publicly traded on the New York Stock Exchange (WEA), also operates six U.S. airport retail plazas – National and Dulles in Washington, D.C.; Logan International, Boston; Orlando, Florida; Newark, New Jersey; and San Antonio, Texas.

Westfield America is externally managed by Westfield Corporation, Inc., a U.S. subsidiary of Westfield Holdings Limited, Sydney, Australia, all part of the Westfield Group. Westfield is a fully integrated shopping center organization with expertise in every aspect of the shopping center business.





*Customer satisfaction in action*

Westfield brands its centers to capitalize on its international reputation for quality service to retailers, consumers and investors.

The Westfield REIT acts as developer, architect, builder, property manager and funds manager for an \$11.1 billion portfolio of shopping center assets that comprise 60.3 million sq ft of retail space and include 12,200 retail businesses in 81 shopping centers. The market capitalization of the entities that make up the Group

was \$8.9 billion as of June 30, 1999.

#### **PARENT COMPANY**

The Westfield Group management portfolio includes 29 major shopping centers in Australia, 11 in New Zealand and 10 in the United Kingdom as well as U.S. properties.

#### **HISTORY**

Frank Lowy and John Saunders founded the Westfield Group in 1960. They helped pioneer the development of modern, one-stop suburban shopping centers in Australia. At that time, most retailers were concentrated in busy city centers or street shopping strips. They saw the need to provide modern, community based shopping centers with a wide range of quality retail outlets, all conveniently located under one roof, closer to where people live.

Work began on the company's first centre in 1958. It consisted of a small department store, a supermarket, 15 shops and parking for 50 cars. Larger centers soon

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followed. By 1999 the number of shopping visits to Westfield's shopping centers reached 500 million.



**General Manager**  
**Tim Just**

Earlier this year, Chairman Frank Lowy, chairman of Westfield Holdings, announced senior management and board changes designed to take Westfield into its next growth phase. These changes included new responsibilities for Mr. Lowy's three sons. David Lowy was elevated to the position of Deputy Chairman of Westfield Holdings. He retains responsibility for the development of Westfield's Internet Shoppingtown.

Steven Lowy replaces David on the board of Westfield America, Inc. and is the Managing Director responsible for Australia, New Zealand and the United Kingdom. Peter

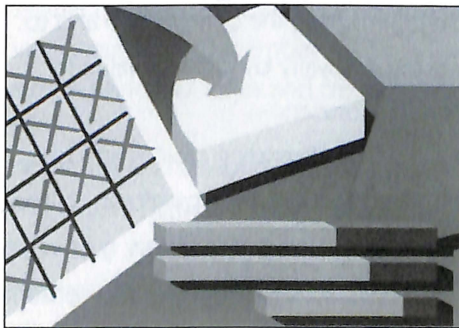
Lowy assumes responsibility as Managing Director for North America.

#### **INTRO TO USA**

Westfield entered the U.S. shopping mall market in 1977 with the purchase of a single shopping center on the East Coast. In 1994 Westfield took over the management of the CenterMark portfolio of American shopping centers. The following year it was appointed retail developer of the Washington, D.C. airports.

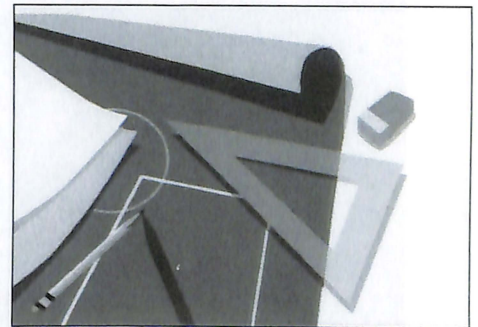
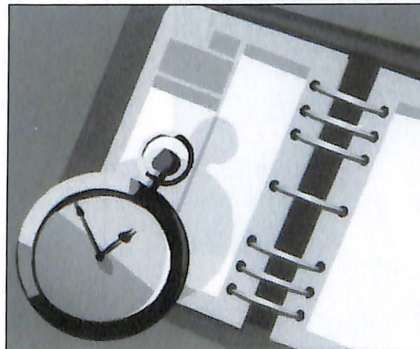
In 1996, the company launched the Westfield America Trust (WAT) through which Australian investors acquired an interest in the CenterMark portfolio which was valued at around \$2.2 billion.

In 1997, CenterMark Properties was listed on the New York Stock Exchange and renamed Westfield America (WEA), raising



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\$400 million for the expansion and development of Westfield's U.S. shopping centre business.

In 1998, Westfield America acquired 16 shopping centers totaling 15.5 million sq ft, including the 12 TrizecHahn centers on the West Coast. By June 30, 1999 Westfield was the largest shopping centre owner in California and Westfield America was the 4th largest regional mall REIT in the U.S. "The REIT invest-

ment strategy is to acquire properties in geographic clusters to gain greater efficiencies in leasing, operations, management and marketing," says Peter Lowy, president Westfield America.

Westfield's management expertise was recognized in 1993 when it received its first "Maxi" award for excellence from the International Council of Shopping Centers. Westfield has won four additional "Maxi's" since that time.

Westfield's growth today comes from making existing centers work harder and smarter through redevelopment, upgrading and reconfiguring the retail mix. The company's success is also tied to a philosophy of close ties with the communities it serves.

In 1998 Westfield also launched an innovative campaign to ensure the Westfield Shoppingtown brand is recognized in the U.S. as offering a quality shopping experience. Westfield is the first shopping centre owner and operator in the U.S. to consistently brand all its centers. The goal is to clearly differentiate Westfield Shoppingtowns from the competition and to build customer loyalty by creating value for retailers and shoppers.

"For customers, branding creates an identity," says Tim Just, Westfield Shoppingtown Solano's General Manager. "The Nike swoosh, Budweiser and McDonald's convey images to the consuming public. We work to assure that the Westfield Shoppingtown brand conveys a consistently high level of customer service and retail offerings, similar appearance of employees, and availability of gift certificates good at all Westfield centers."

The Westfield Shoppingtown brand was launched through a multi-media campaign in late 1998. A major charitable event was held in 29 Westfield Shoppingtowns, including Solano's center, on Sunday, November 22, 1998. The event, which raised close to one million dollars

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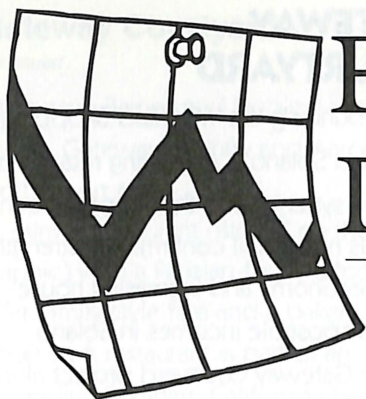
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# Economy, Not Elections, Drives Stock Market

By Eric B. Rollins & Leon Clayton

As we approach the 2000 presidential election, you may have seen or heard news stories about how the stock market behaves in an election year. You may be inclined to start thinking about how to rearrange or even change your investment strategy around this time. But before you make changes based on who might occupy the Oval Office, you may want to take a look at how the stock market has performed historically following election years.

Starting with the 1864 election, information in Yale Hirsch's Stock Trader's Almanac indicates the following:

- The stock market shows no pattern in post-election years. The post-election year from December to December has seen the market advance 17 times and decline 16 times.

- The market has not played favorites with political parties. If broken down by which party won the White House, a Republican victory produced a rising market in the calendar year following the election 10 times and a lower market 10 times. Similarly, a Democratic win produced a higher market in the calendar year following the election seven times and a lower market six times.

If statistics interest you, you may find this curious. Hirsch's Almanac also shows that in the 15 elections since 1940, the market has risen 13 times when the incumbent party reclaimed the presidency. In the two years of decline, the market dropped only 0.5 percent and 2.3 percent, respectively. When the incumbent lost the presi-

dential election, the market declined six out of nine times. However, all but one of those declines were relatively minor.

As you can tell by the historical data, presidential elections don't seriously affect the stock market. History has shown us that there is truly a minor connection between the outcome of the election and the stock market's performance. After realizing the lack of a connection, you might be wondering if there is a factor that does correlate with the stock market's performance? And the simple answer to this question is the

economic cycle.

If you look at the last 11 post-election calendar years, you would see that there have been six annual market gains and five annual market declines. Once again, nothing that supports a clear connection between the stock market and the elections. However, if you compare the economy's performance with the market's performance, you just might find an interesting relationship that has developed over the years. In the five post-election years in which the econo-

*continued on page 18*

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## Westfield

*continued from page 8*

for local charities and non-profit organizations, increased traffic and resulted in \$17 million in sales on the day for retailers.

During 1999 signage, staff training, advertising and marketing campaigns all worked together to establish a consistent image for Westfield Shoppingtowns across the country.

### THE SOLANO STORY

A proposed new signage package, consistent with Westfield Shoppingtowns throughout the U.S, is under review by the City of Fairfield. The signage package, in bright red and black on a light gray background, will more clearly identify entrances to

Westfield Shoppingtown Solano.

Spearheading the local changes is General Manager Tim Just, who came to Solano in 1998. His extensive experience includes retail and wholesale sales, residential and commercial real estate, and shopping center development and management. Since 1985, Tim has managed, leased and developed shopping center properties in Missouri, Ohio and South Dakota before coming to California. In 1997 he was hired by TrizecHahn as general manager of a center in Santa Maria, and then was offered the position at the Solano Mall.

Tim actively participates in community activities; he is a director of SED-CORP and the Fairfield-Suisun Chamber

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## GATEWAY COURTYARD

Surrounding the Westfield Shoppingtown Solano is a growing retail presence in synergy with the shopping center. This new retail confirms the strengthening economy and increasing household disposable incomes in Solano.

The Gateway Courtyard project along the I-80 in Fairfield has been in process since August, 1998. Title to the property was conveyed in December, 1999 to LA-based Tellefsen Investments Inc. Some parcels are still owned by the Fairfield Redevelopment Agency and optioned to the Gateway Courtyard developers for future phases.

Restaurant and retail shops at the Gateway Courtyard are under construction with planned openings this year. Entering the Solano market are Mimi's

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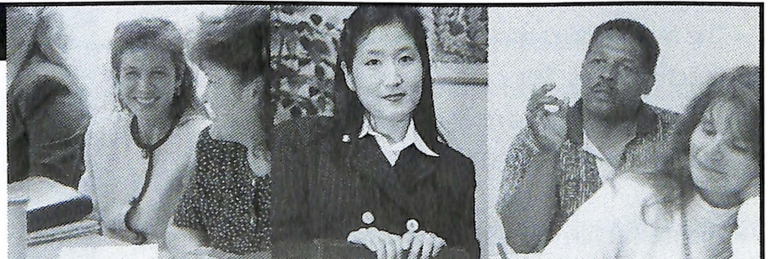
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## Gateway Courtyard

*continued*

Restaurant, Barnes and Noble, Linens 'n Things, Gateway Country and Aaron Brothers Art Mart.

Mimi's Restaurant (Bldg. F on the graphic) with a Parisian-flavor décor, will offer family style fare and a bakery. The 6,500 sq ft restaurant is part of an expanding Southern California chain.

Barnes and Noble (Bldg. A) is a 23,250 sq ft upscale bookstore with plans for a late October opening.

Linens 'N Things (Bldg. B) is being build from pre-cast concrete panels which were manufactured in Chico and assembled on site.

Bldg. C has an outdoor plaza and courtyard in front. A restaurant or several eateries are possible in this 13,000 sq ft space.

Bldg. D is 15,500 sq ft that will house two retail stores. Gateway Country is a computer store of 8,000 sq ft with a barn décor concept, and the remaining 7,500 sq ft will house Aaron Brothers Art Mart.

Bldgs. E (30,000 sq ft), G (restaurant) and H (multi-tenant) are planned for future expansion.

Basic infrastructure is being developed now for a Hilton Garden Inn, a 4-story facility with conference rooms and a restaurant.

Forrar Williams Architects of Sacramento are the Gateway Courtyard designers. Their work allows for corporate individuality yet provides elements that identify the center. Slate tiles throughout the Courtyard provide a unifying theme to the different architectural building styles.

Solano's Premier Commercial is providing Project Management for the Gateway Courtyard project. Under the leadership of partner Scott Sheldon, the project management team:

- Works with the client during the design stage to ensure the project

begins on the right foot,

- Assists with professional team selection,
- Coordinates the myriad components of the project, and
- Value engineers the project to assure the scope of work is accurate, all design concepts are fully explored and all cost savings are maximized.

The Gateway Courtyard owners also own Gateway Plaza, which houses Trader Joe's, Toys 'R Us, Good Guys and Ross stores as well as several

smaller retail and restaurant tenants.

Premier Commercial provided project management services for Gateway Plaza as well.

Trader Joe's, an upscale market headquartered out of Pasadena, occupies nine suites that were consolidated to accommodate their needs.

Toys 'R Us has a 200,000 sq ft store in the Gateway Plaza. Ross Stores is the newest tenant, opening on February 15 in 30,000 sq ft. With a strong, full employment economy, these stores are doing well.

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# STAYING THE COURSE

## An Interview with Suisun City Mayor James Sperring

**H**ave you been to downtown Suisun City lately? If you haven't, the changes will surprise you. Suisun City is one of the few cities that is succeeding in turning major downtown revitalization plans into reality. The long-term vision of transforming a heavily blighted industrial area into a family destination with a new public marina, outdoor amphitheater, shops and restaurants, live-work spaces, a rehabilitated community theater and city activity center is a well-chronicled reality. How did one city manage to accomplish its vision when so many others leave theirs on paper?

Jim Sperring, mayor of Suisun City since 1986, is widely credited both for articulating the downtown renaissance vision and his singular ability to "stay the course" during the process. A strong leader, Jim Sperring is passionate about this city of about 27,000 residents and focused on its progress.

As with most local elected officials, Sperring's public service extends beyond Suisun City. Mobility is another passion. He has been involved since 1987 with the Metropolitan Transportation Commission, the Bay Area's transportation planning organization, and

served as its Chairman in 1998. At MTC he was instrumental in developing the Transportation for Liveable Communities Program, which distributes \$18 million per year to city and county projects that link transportation and land use, improving mobility in communities. Cities or counties can apply for funds for projects that can include transit, auto and bike connections, streetscape, landscape, and traffic congestion relief. This popular and oversubscribed Program is under consideration for implementation nationally because of its required planning linkage between land use and transportation.

Sperring also sits on the Solano County Local Agency Formation Commission (LAFCO) and the Solano Transportation Authority (STA). He recently spoke to SolanoFirst about the process of moving a community forward.

### PHILOSOPHY OF MUNICIPAL LEADERSHIP

"I support the concept of a directly elected mayor, in which a mayor candidate runs on a platform of principles and vision. The citizens elect the candidate they most agree with, and the elected





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mayor then has the mandate to carry out his platform. A directly elected mayor is also accountable to the community. The public either affirms his/ her vision and job through the election process.

### **HISTORY OF THE REVITALIZATION**

"In 1986, the Suisun City Council was fragmented and self-serving, with no vision and no plan to solve problems. There was no trust and no leader. As a result, the city was mired in confusion and chaos. The major challenge was what to do with the downtown, with the location of a new city hall the galvanizing issue. I had strong feelings about the issue, I was active in the community, and I was convinced I represented a strong constituency, so I decided to run for mayor, and won.

"The vision that I campaigned and won with was a Suisun City with a revitalized and re-created downtown and waterfront. People are drawn to the water, and I represented citizens who envisioned the downtown as a destination site and community gathering place. A functioning public marina, amphitheater for public gatherings, shops and restaurants, live-work spaces and an active community theater were real possibilities.

"City Hall was the first redevelopment project on the waterfront. Where to build the City Hall was a very contentious issue that took three years to resolve. The site was blighted, run-down and offered no public access, but I felt a new City Hall on the waterfront would stimulate the community and visually demonstrate what the waterfront could be, not what it was. Every decision was a turning point, hotly contested and debated. There were tremendous pressures on the Council during those years. Many Councils would have folded, but the Suisun



Council supported the decisions and stayed the course.

"Another key decision was for the City to help itself and not wait for help from other agencies or the private sector. City Hall was financed with certificates of participation guaranteed by the City's Redevelopment Agency.

"Infrastructure stimulates development, generates capital investment and makes the vision work. The new City Hall was the foundation for revitalization that didn't exist before.

### **PERSONAL PHILOSOPHY OF COMMUNITY SERVICE**

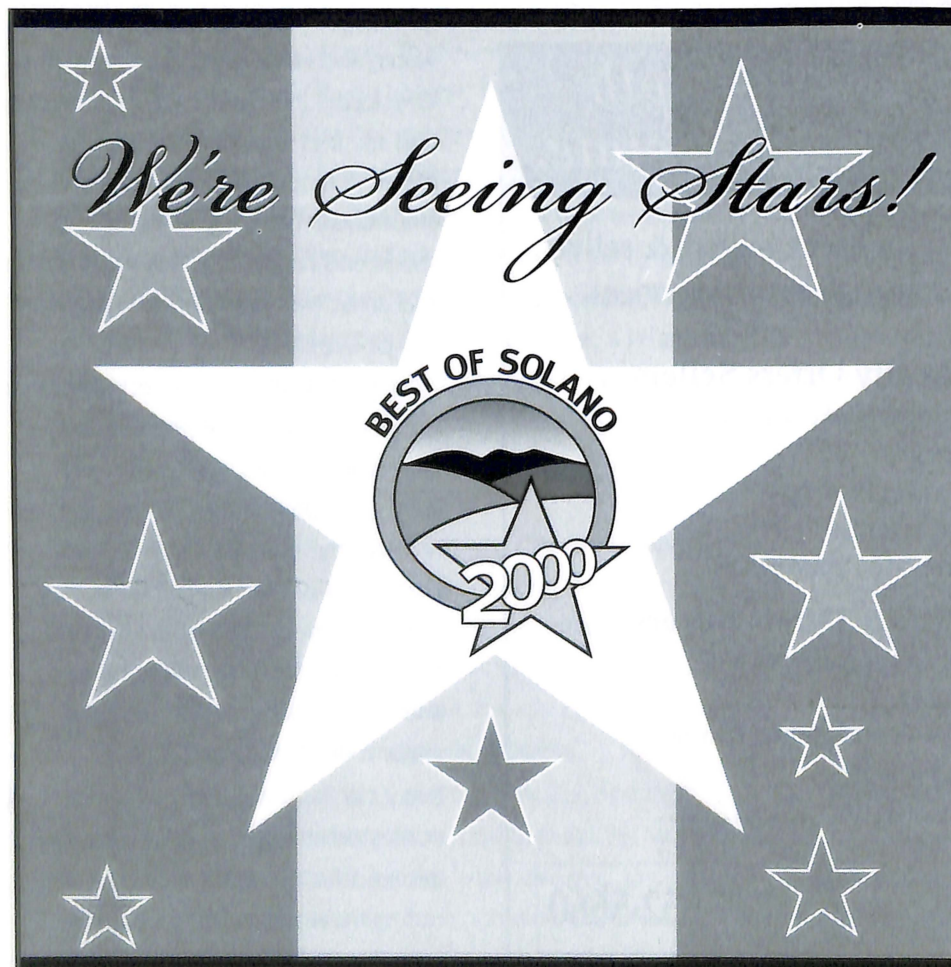
"Being mayor is not my career goal. I wanted to get something accomplished, to try to do what was right, what is best for the community.

"I believe that elected officials should make decisions based on the number of people they represent in the community, not the number of people in the Council chambers when an issue is decided. It takes strength and courage to deal with municipal issues. If an elected official's number one goal is to get re-elected, that person won't be as successful."

### **PROCESS**

"The Suisun City downtown and waterfront today is the result of a process, both fascinating and simple, that reversed 20 years of failure. But it was not easy.


"I've introduced the Suisun City downtown project to people in Florida, Nebraska, St. Louis, and all around state of California. At first, I'd talk about the project. The audiences didn't care about the project. They wanted to know about the process. 'How did you get



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the project off the ground. We also have good ideas, but how do we implement them?"

"I tell them that there are three elements to a successful project. The first is policy leadership, with a strong vision and a supporting Council. The second element is city staff and consultants with the ability and capabilities to put the community's vision on paper. And the third element is strong public support and participation. All three are critical to success. In communities that can't get it done, one of the three is missing.

"The City develops the vision. Although there are always fiscal and physical constraints, a small group of key players, an executive committee, stays focused on the goal. In Suisun, the executive committee included the Redevelopment Agency director, the Roma Group consultants and the Mayor. We kept clear focus on the vision and provided containment for the project. We clearly understood that the dollars, as they became available, had to go to economic development, because the vision's success required investing in the future. It is so important to stay the course.

"A Citizens Advisory Committee, about 30 strong, was appointed by the Council to do the public outreach. This committee only dealt with those portions of projects that could be delivered, because diversion would drain resources.

"In order to keep community confidence strong, projects that could quickly and visually show progress were fast-tracked. The train station restoration, already funded, was one such project. Another was the preparation of the Sheldon Oil site on the waterfront. The funds were in hand to re-locate the company and clean up the site. Quick, visual successes built public confidence by showing that we could deliver.

"The process requires a strong

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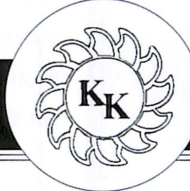
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spokesperson, someone willing to stand up and fight for the project. I evolved into that person.

#### LESSONS LEARNED

"You can't do it all yourself. Recognize your limits, and surround yourself with good people who will help solve problems. An example is our design consultants from the Roma Group, who saw things as they could be, not as they were.

"Dollars are not the issue in most projects. Why? Because dollars determine priorities, not the vision.

"Staying the course is difficult, but it's important not to get diverted. As the money develops, there are pressures to use it to serve other community needs. Our success is built on staying the course.

"Taking money from the general fund to invest in the downtown

involves a lot of risk. It's rolling the dice because you cannot positively know the effect on police, fire and other community services. Our decision was to invest in the future, and trust that future revenues would pay for community services.

#### DOWNTOWN – HOW IS IT GOING

"The infrastructure is in place to attract private development. This part of Northern California lagged behind the rest of the state in the recovery of the '90's, and we haven't caught up. Suisun today has several projects ready to start and hopefully one will be the anchor we need. I believe the Buckhorn Restaurant, the Wiseman office building or the hotel project will be that anchor. Then we'll see a rapid transformation of the downtown.

#### FUTURE

"Downtown will work itself out. The concerted efforts of staff and the partnerships formed will come to fruition. Recognition of problems helps citizens develop community pride. Community pride shows, and the Suisun downtown shows the citizens commitment to the community they live in.

"Our biggest challenge moving forward is to make sure that aging neighborhoods don't deteriorate. I believe that an equitable distribution of affordable housing throughout the City, where no neighborhood is overly burdened, is the best approach.

#### ABOUT JIM

Spering maintains a clear separation between his public life and his private life, which he says helps keep it all in perspective.

"I enjoy the public aspects of the mayor's role and I want to do a good job, but it's not my life. For me public service is doing the right thing for the community."



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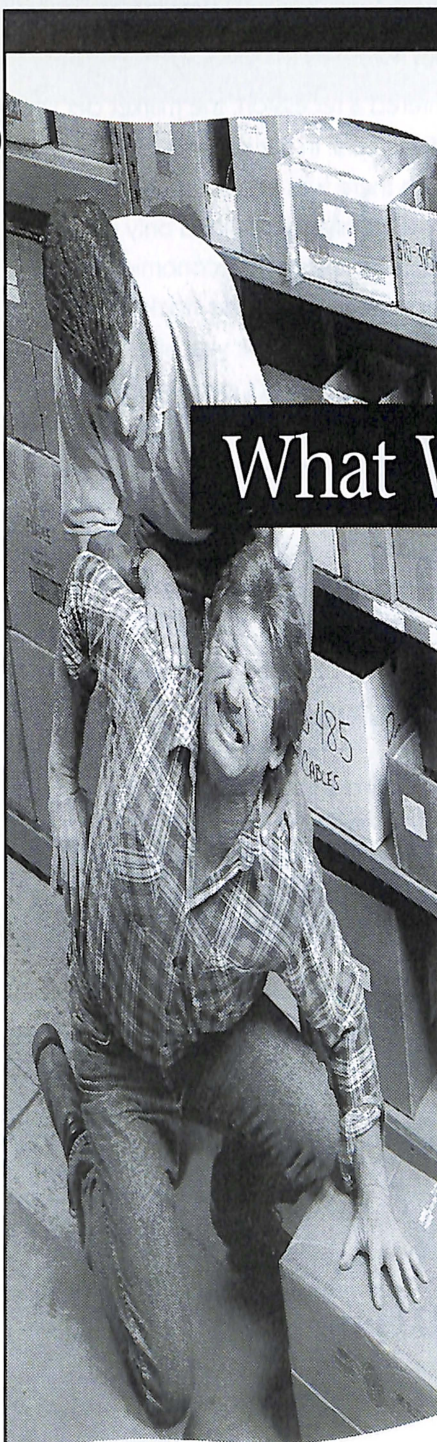


Left to right (standing): Inam Khan, Tony Rader, Steve Spencer, Jim Adams  
Front row (sitting): Kevin English, Ron Waslohn, Scott Sheldon. Not pictured: Steve Burg

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Dr. Bernard Zeliger  
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*The Solano County Economic Development Corporation is a collaboration of the seven cities and Solano County, in partnership with business and industry for economic growth and a higher quality of life for all citizens. SEDCORP offers industry assistance, a community interface and member relations. For more information about SEDCORP's mission, please call (707) 864-1855.*

To inquire about the Solano Economic Development Corporation's programs, or for membership information, please call (707) 864-1855





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## **Economy**

*continued from page 9*

my entered a recession, the market declined in all five years. In the six post-election years in which there was no recession, the market rose five times and declined only once.

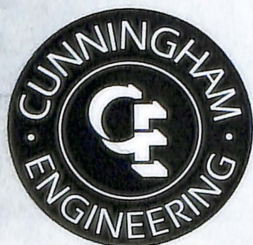
Of course, no single economic indicator always correlates with the stock market's performance. But in the year after the election, the stock market's performance is usually influenced more by the economy than by the election the prior November. By keeping in mind a long-term investment strategy that fits your objectives and lifestyle and selecting quality investments to reach your goals, you can rest easily and tune out some of the buzz around this year's presidential election.

Eric Rollins and Leon Clayton are financial consultants with A.G. Edwards & Sons, Inc. Member SPIC. To reach the authors in Fairfield call (707) 428-6101 or (800) 677-6101.

## **CIVIL ENGINEERS**

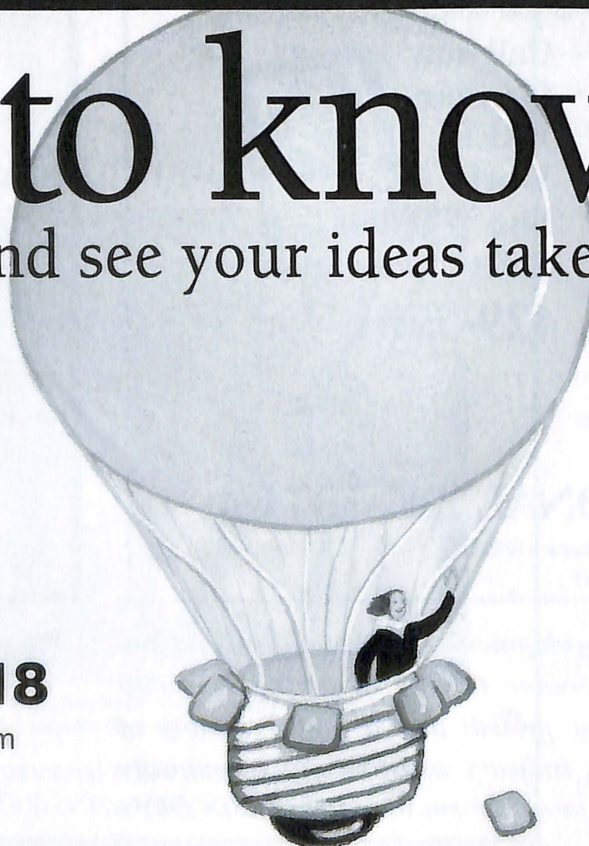
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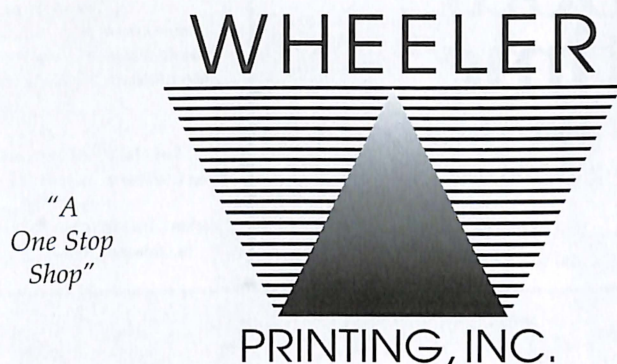
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## Westfield

continued from 10

of Commerce, and a member of the Fairfield Economic Development Advisory Committee and the Fairfield-Suisun Rotary Club.


### WHAT'S NEW

A strengthening and diversifying Solano economy, increases in population and household income, and aggressive investment by Westfield have triggered significant new interest in the property. The 16-screen Edward's Cinema that opened in 1999 is doing very well and has contributed to greatly increased customer traffic. Access to the theaters from both outside and inside the property has made this entrance the number one entrance by far to the Solano Shoppingtown.

GM Just reports double-digit sales increases this year on top of double digit increases in 1999. He cites a new level of interest from retailers who had not considered operations in this area before. American Eagle Outfitters, an East Coast clothing store that recently expanded to the West Coast, opened a 4,000 sq ft store in Solano and reports strong sales.

Athletic ready-to-wear and shoes are doing exceptionally well, with new additions Finish Line, Journey's and Takkens. "I met the Takkens owner while in Santa Maria and thought his specialty shoe store that serves active and walking customers would fit well in Solano." A Gap/Gap Kids 10,000 sq ft store opened this summer.

Key tenants in high demand by customers are coming to Westfield Shoppingtown Solano. Old Navy is building out 25,000 sq ft, Lane Bryant will occupy



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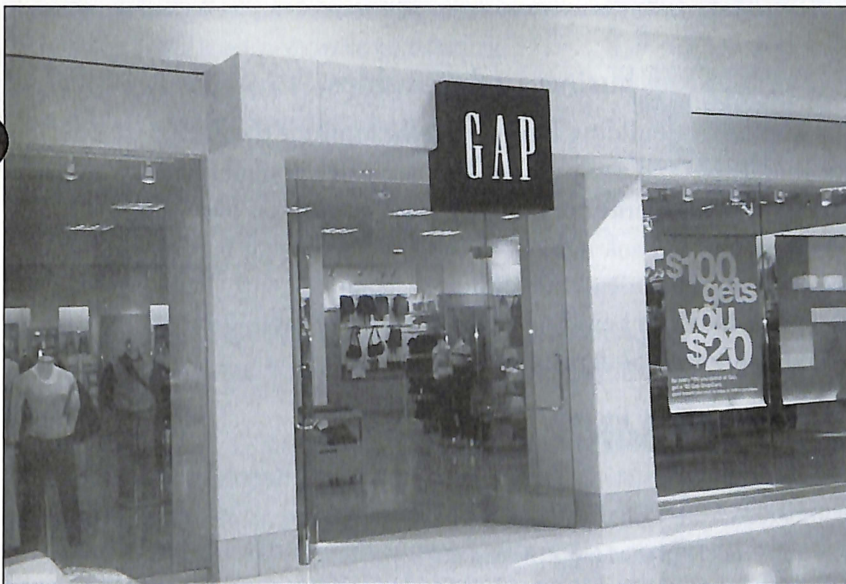
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**GAP and GAP Kids**  
opened Summer 2000

4,800 sq ft, and theme restaurants Applebee's and Red Robin are coming soon. More than 80,000 sq ft of new stores will open in 2000.

#### **WESTFIELD'S OLYMPIC JOURNEY**

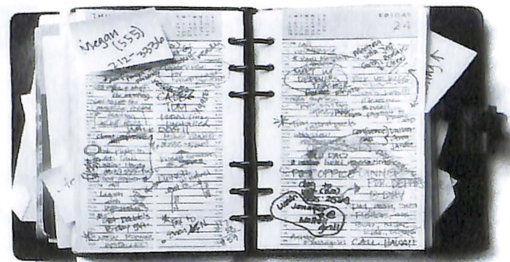
Westfield is helping to bring the 2000 Olympic Torch Relay to Australian communities. Beginning in June, the Olympic Torch has been stopping outside Westfield Shoppingtowns in five states on its journey to Sydney. At each of these stops, Westfield is coordinating local community activities to share in the spirit of the Games.

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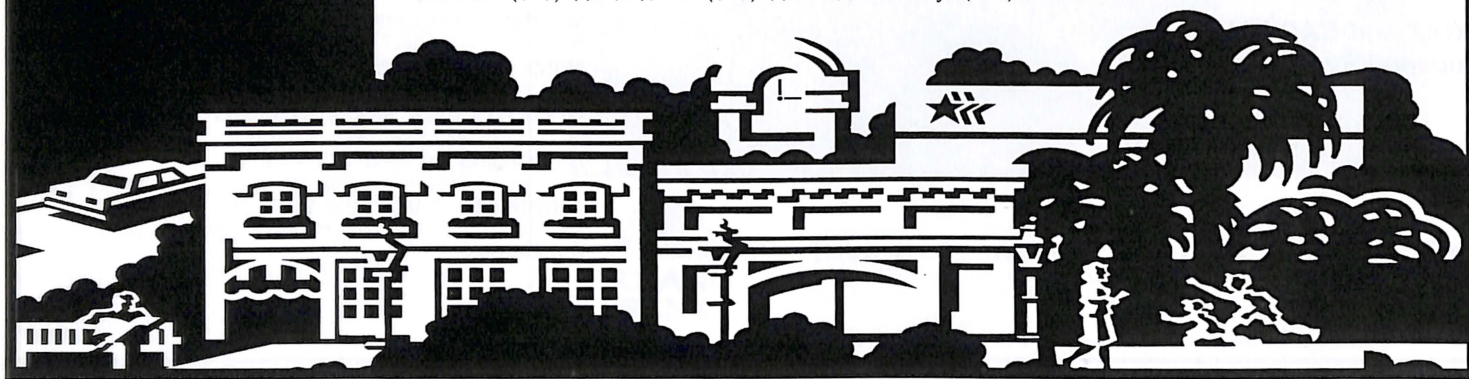


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### PREMIER COMMERCIAL

Joel Y. Takeuchi d.b.a. Paradox Sports, Inc. leased @ 3,700 sf of retail space at 1955 West Texas Street in the Winery Square Shopping Center in Fairfield from Summit Insured Equity, L.P. Inam Khan represented the lessee.

Wayne T. Kennedy, Kennedy Rockwell 1998 Trust purchased apartments at 243 Tabor Avenue from Bert & Helen Lee. Jim Adams and Ron Waslohn represented the sellers and Wayne Kennedy represented himself as buyer.

Wayne T. Kennedy, Kennedy Rockwell 1998 Trust purchased apartments at 267 Tabor Avenue from Bert & Helen Lee, and North Bay Health Care Foundation. Jim Adams and Ron Waslohn represented the sellers and Wayne Kennedy represented himself as buyer.

Home Tech Services, Inc. leased 3750 sf of retail space at 809 Texas Street in Fairfield from Rick Cordes, lessor. Tony Rader represented the lessee and Rick Cordes represented himself as lessor.

Ken and Linda Fong purchased apartments at 290 Hazel Street in Vacaville from Mohamed A. Sadiq. Jim Adams represented the seller and Jim Lowe represented the buyers.



G.B.G., Inc. leased 17,640 sf of retail space at 122 Peabody Road in Vacaville from Harda Wong. Tony Rader represented the lessor and Mary Ann Rollison represented the lessee.

Jiaming Ji d.b.a. Chiamie leased 3,600 sf of retail space at 901 Texas Street in Fairfield from Robert Ditmer and Michael McInnis. Inam Khan represented the lessors and Moussa Btaiche of Gateway Realty represented the lessee.

Mohamed A. Sadiq purchased a residential and retail building at 717-727 Webster Street and 801 Texas Street in Fairfield from Dorothea A. Rocheleau. Ron Waslohn represented the seller and Jim Adams represented the buyer.

Charter Systems leased 1,210 sf of office space at 600 Nut Tree Road in Vacaville from Pacific Media Properties, LLC. Ron Waslohn represented the lessor and Tony Rader represented the lessee.

Romeo Tabije purchased 19,800 sf of property on Elmira Road in Vacaville from Kenneth G. King. Tony Rader represented both the buyer and seller.



The Anthony Living Trust purchased 41,250 sf of property on Elmira Road in Vacaville from Glen A. King and Curtis L. King. Tony Rader represented the sellers and Steve Spencer represented the buyer.

Christian Slater leased @500 sf of office space at 550 Webster Street in Fairfield from Western Investment Co. Tony Rader represented both the lessor and the lessee.

Phoenix Enterprises, Inc leased @2,140 sf of industrial space at 96 Railroad Avenue in Suisun from Paul Clontz. Kevin English represented the lessor.

St. John Evangelical Lutheran Church purchased a 5,600 sf building at 72-78 Peabody Road in Vacaville from Antoinette Shen MacIntyre. Ron Waslohn and Inam Khan represented the seller and Tony Rader represented the buyer.

Kaiser Engineers, Inc. leased @1,600 sf of warehouse space at 110 Railroad Ave., in Suisun from G&K Properties. Kevin English represented both the lessee and lessor.

St. Paul Companies leased 1,681 sf of office space at Fairfield West, 1455 Oliver Road, in Fairfield from Fairfield Investors. Ron Waslohn represented both the lessee and the lessor.

Karamjit Kaur Grewal leased @2,850 sf of retail space in Fairfield at the Travis Shopping Center on Parker Road from Travis Associates. Inam Khan and Ron Waslohn represented both the lessee and lessor.

### **Hearn Construction Inc.**

Hearn Construction was awarded the contract for RPS (Fed Ex) facility located in the Benicia Industrial Park. This project is a tenant improvement in a commercial warehouse, which consists of additional office space, remodeling of existing offices, warehouse lighting and new dock doors.

Hearn Construction recently completed construction of the Armed Forces Bank, located at 350 Hickman Road, Travis Air Force Base. The project consisted of a 2,200 sf building complete with drive up teller windows. The new building will be a nice addition to Travis Air Force Base's new commercial center.

### **The Wiseman Company**

The Wong Family purchased 5,800 sf at 1252 Travis Blvd., in Fairfield. Kirk Hull represented the seller. Ed Lippstreu represented the buyer.

The City of Fairfield leased 1200 sf of office space at 1049 Union Ave. in Fairfield. Kirk Hull represented both the lessor and lessee.

Celerity Staffing Inc. leased 1,000 sf of office space at 740 Texas Street in Fairfield. Kirk Hull represented both the lessor and lessee.



In-N-Out Burger leased 800 sf of office space at 1252 Travis Blvd. in Fairfield. Kirk Hull represented the lessor and lessee.

Speciality Engineering leased 600 sf of office space at 1590 Webster Street in Fairfield. Kirk Hull represented both the lessor and lessee.

Hillman, Lucas, Jones leased 3,500 sf of office space at One Harbor Center in Suisun. This Class "A" project broke ground in August for a July 2001 occupancy. Kirk Hull represented both the lessor and lessee.

Faultline & Associates leased 2,800 sf of office space at One Harbor Center in Suisun. Kirk Hull represented both the lessor and lessee.

ALKAR Human Resources leased 2,000 sf of office space at 333 Sunset Ave. in Suisun. Kirk Hull represented both the lessor and lessee.

Loan Center of California subleased 1,300 sf of office space at 333 Sunset Ave. in Suisun. Kirk Hull represented both the sublessor and sublessee.

### **CB Richard Ellis**

Wines Central leased 185,400 sf at Building 627 on Cedar Ave., Mare Island from Lennar Mare Island. Brokers: Greg Smyth and Dante Guazzo.

Total Warehousing leased 57,500 sf at 1090 Piper Drive in Vacaville from Buzz Oates Real Estate. Broker: Greg Smyth.

Duracrete LLC leased 21,520 sf at Building 559 on Cedar Ave., Mare Island from Lennar Mare Island. Greg Smyth and Dante Guazzo represented the Landlord.

Baskin Glass leased 18,000 sf at Building 223 on Third Street, Mare Island from Lennar Mare Island. Brokers: Greg Smyth and Dante Guazzo.

Theme Events Ltd. leased 11,348 sf at Building 151 on Waterfront Ave., Mare Island from Lennar Mare Island. Brokers: Greg Smyth and Dante Guazzo.

Scherer Trucking Inc. leased 6,375 sf at Building 757 on California Ave., Mare Island from Lennar Mare Island. Brokers: Greg Smyth and Dante Guazzo.

Miam Company leased 6,045 sf at Building 155 on Waterfront Ave., Mare Island from Lennar Mare Island. Brokers: Greg Smyth and Dante Guazzo.

Meridian Architects, Inc. leased 1,671 sf at Quarters 29 and 29A on Walnut Ave., Mare Island from Lennar Mare Island. Brokers: Greg Smyth and Dante Guazzo.



Gold Medallion, Inc. leased 1,507 sf at Quarters R and RG on Cedar Street, Mare Island from Lennar Mare Island. Brokers: Greg Smyth and Dante Guazzo.

### **Colliers International**

Billy Yarbrough purchased the former Robinson Myers building located at 2100 Huntington Drive in Fairfield. This 65,000 sf manufacturing facility on 9.5 acres is equipped with cranes and yard and is available for lease .40 net. Brooks Pedder and Philip Garrett represented both the buyer and seller.

Transpack purchased the former Moore Business Forms Facility, 97,000 sf on 8 acres located at 1050 Piper Drive in Vacaville. Brooks Pedder, Philip Garrett and Jon Quick represented both the buyer and seller.

Intercon Security Systems leased 5,000 sf of office space in the ABCO Laboratories, Inc. building located at 2450 S. Watney Way in Fairfield. Jon Quick represented both the lessee and lessor.

Kenny Manta Industrial Services leased 10,000 sf yard and 3,000 sf office/warehouse at 5199 Fulton Drive in Fairfield. Jon Quick represented both the lessee and lessor.

Valley Yellow Pages leased 4,000 at 420 Executive Court North in the Fairfield Corporate Commons. Brooks Pedder and Philip Garrett represented both the lessee and lessor.

The MLO facility located at 2302 Courage Drive was sold to investor Norman S. Wright. The 85,000 sf facility was leased for 10 years. Brooks Pedder and Philip Garrett represented both the buyer and seller.

Advanced Cleanup Technologies leased 7,000 sf on 1 acre with yard located at 1845 Park Road in Benicia. Jon Quick represented both the lessee and lessor.

Safeway Steel Products leased 2,800 sf of office space at 4562 E. 2nd Street in Benicia. Jon Quick represented the lessee.

Northbay Aviation leased 10,225 sf at 424 Executive Court North, Suites E,F,G and H in the Fairfield Corporate Commons. Brooks Pedder and Philip Garrett represent the landlord Garaventa Properties. Don Theile represented the tenant.

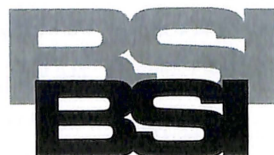
Canadian Imperial Bank of Commerce leased 20,000 sf for 10 years at 360 Campus Lane, phase IV located in the Fairfield Corporate Commons for their West Coast headquarters operation. Brooks Pedder and Philip Garrett represented both the lessee and lessor.

Hayes Distributing, a food canning and distributing company, leased 10,000 sf at 2860 Cordelia Road in Fairfield. Jon Quick represented both the lesser and lessor.

Lincoln Property purchased 13.3 acres in the Fleetside Industrial Park, Benicia, from Tulloch Construction. The 240,000 sf distribution facility already has a letter of intent for 144,000 sf. Brooks Pedder and Philip Garret represented both the buyer and seller.

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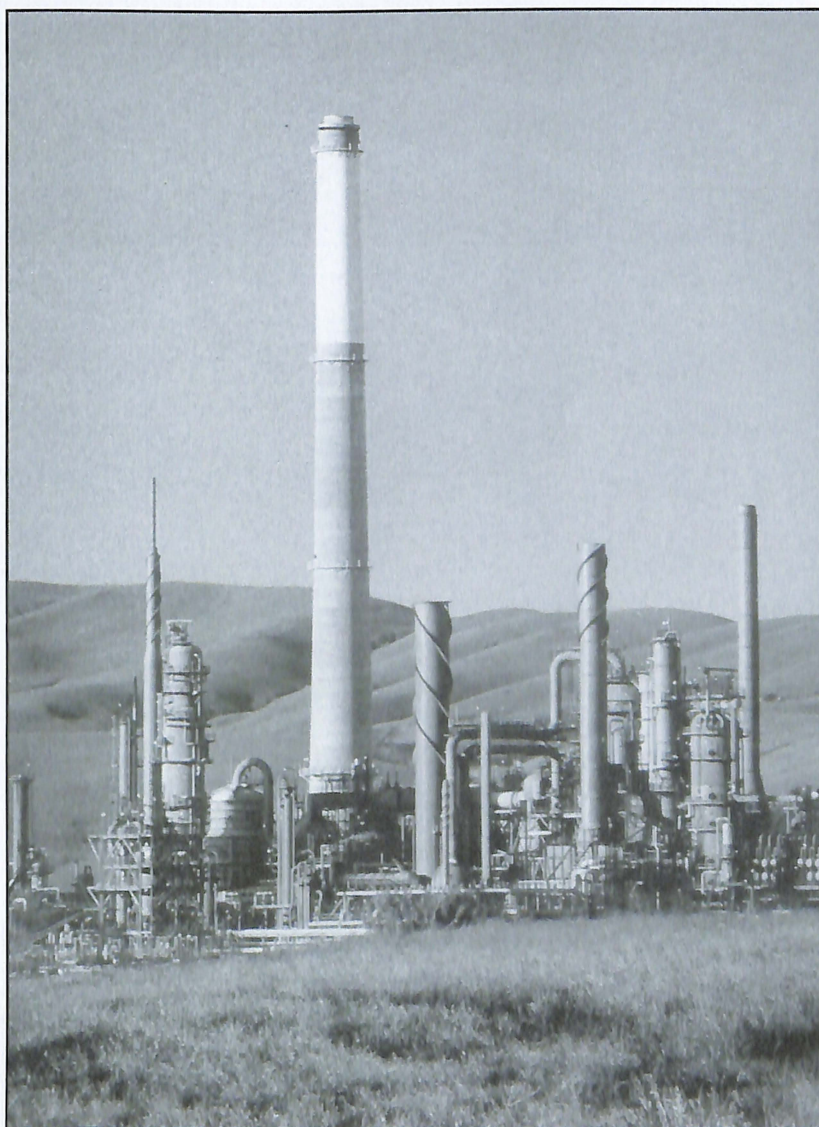
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